

Modular 75 Hour NYS Salesperson Qualifying Program

Location: 2304 Wehrle Drive Williamsville NY 14221

+Program Options+

Basic \$475 – Includes all basic materials necessary (\$15 for text all packages).
Premium \$550 – Includes everything above, Android Tablet & discounts on CE
Professional \$585 – Incl. everything above and **SIGNIFICANT** discounts on CE.

Missed sessions can be made up at subsequent sessions of future offerings at no extra charge.



Receive an Android Tablet when you upgrade to the Premium or Professional Package!

Mail payments to: WNY School of RE
2304 Wehrle Dr. Williamsville NY 14221



Session	Date	Topic	Time / Day or Evening
A	Jan 5	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Jan 6	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Jan 12	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Jan 13	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Jan 19	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Jan 20	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Jan 26	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Jan 27	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Feb 2	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Feb 3	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Feb 9	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Feb 10	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Feb 16	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Feb 17	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Mar 2	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Mar 3	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Mar 9	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Mar 10	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Mar 16	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Mar 17	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Mar 23	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Mar 24	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Mar 30	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Mar 31	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Apr 6	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Apr 7	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Apr 13	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Apr 14	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Apr 28	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	May 4	Law of Agency	5:30 – 10:45pm / Tues. evening
C	May 5	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	May 11	Legal Issues	5:30 – 10:45pm / Tues. evening
E	May 12	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	May 18	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	May 19	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	May 25	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	May 26	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	Jun 1	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Jun 2	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Jun 8	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Jun 9	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Jun 15	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Tues. evening
A	Jun 29	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Jun 30	Law of Agency	5:30 – 10:45pm / Wed. evening
C	July 6	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	July 7	Legal Issues	5:30 – 10:45pm / Wed. evening
E	July 13	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	July 14	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	July 20	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	July 21	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	July 27	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	July 28	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Aug 3	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Aug 4	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Aug 10	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Aug 11	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

Text us 24 hours a day at: 914-768-8797

Modular means that if you start with Session D you'll finish in the next series with Session C (every night's a different topic so it's okay!)

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Students frequently begin after Session A – they love that every night is a different topic so they don't feel like they're missing anything!

Begin ANY Tues or Wed evening and finish about 7 weeks later!

A	Aug 24	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Aug 25	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Aug 31	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Sep 1	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Sep 7	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Sep 8	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Sep 14	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Sep 15	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Sep 21	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Sep 22	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Sep 28	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Sep 29	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Oct 5	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Oct 6	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Oct 19	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Oct 20	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
C	Oct 26	Legal Issues	5:30 – 10:45pm / Tues. evening
D	Oct 27	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
E	Nov 2	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
F	Nov 3	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
G	Nov 9	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
H	Nov 10	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
I & J	Nov 16	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Nov 17	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Nov 23	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening<<NO CLASS Nov 24 th >>
M	Nov 30	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Dec 1	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

If you choose our DAY option, pay \$550 & you're entitled to attend both day & evening classes – please note: NO discounts included or an Android tablet.

Accelerated December \$550

75 Hour Course: Dec 6-9, Dec 11th (Saturday all day 10am-5pm), 13-16, 20-22

Just one Saturday!

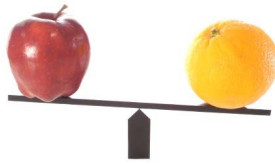
Weeknight classes follow standard night hours

The minimum passing grade for the school and state exam is 70%. Please note: if you attend one evening there is a maximum of 50% you may be refunded – two or more evenings result in no refund should you change your mind. Lost or replacement certificates require a \$30 fee. We offer a review course for \$200 which includes all materials but you cannot re-take the school exam – tuition for the review program is for 6 months only. Your tuition is valid for 6 months – after this, a reactivation fee of \$150 applies to extend for an additional 3 months. If your initial tuition expires, the ability to extend is only valid for 6 months. Day class option is \$575 plus \$15 for text if bought with initial registration.

Effective January 9, 2020 the textbook fee if purchased with the any package is \$15 (separate fee) or \$40 if purchased separately.

Text us anytime for more information at:

914-768-8797



Don't Compare Apples to Oranges!

Not all REAL ESTATE LICENSING SCHOOLS are the same

**Western NY RE&Broker
Training School**

Most Other Schools

➤ Do you usually have to attend weekends as well as evenings?	No	Yes
➤ Do you have online practice questions included for additional review?	Yes	No
➤ Do you provide an AUDIO CD for my car for extra practice (or for my phone)?	Yes	No
➤ Do you provide an ANDROID TABLET to do practice questions easily anywhere?	Yes	No
➤ Do you have guest speakers who are specialists that add real world CURRENT info?	Yes	Sometimes
➤ Is there a FREE REVIEW DVD included to help with challenging parts of the program?	Yes	No
➤ Are there different packages available that will SAVE me money on future CE required?	Yes	No
➤ Do you allow past students to sit in on a few sessions for refresher if necessary?	Yes	No
➤ Are you the most affordable school west of Albany for LIVE training?	Yes	No
➤ If I sign up for the ONLINE class, can I attend some evening LIVE sessions?	Yes	No
➤ Do you offer financial aid or assistance?	Yes	No
➤ Do you offer a modular format that allows me to start and finish all necessary segments?	Yes	No
➤ Do you offer a 24 hour 7 day a week TEXT ONLY number if I have any questions?	Yes	No
➤ If I sign up for the DAY PROGRAM can I also take evening sessions to finish more QUICKLY ?	Yes	No
➤ Do you have instructors with various specialties teach various segments to bring in their specialized first-hand knowledge into the classroom?	Yes	No
➤ Some schools are located at very busy intersections (where you sit in traffic for LONG periods of time) is that an issue here?	No	Yes

Please read: If you have **ever** been convicted of any misdemeanor or felony anywhere, please contact the school as there are preliminary things you need to consider before applying for a NYS professional license. Students are encouraged to read the school refund policy located on our web site prior to registration. If you need to finish more quickly, pay just \$30 and come in to do our Instructor-led day sessions (each day equates to one evening class) offered Monday through Thursdays all year long. You can do this to make up sessions you missed OR wait and do it when it loops around again and then there's no fee. Speak to a representative for more information. We encourage you to read the complete brochure for this program for more information. With our modular program you can start ANY evening and complete less than 7 weeks later. For example, if you start on session D, you will complete in the next series on session C. Once we hand you your tablet in class there is no refund. Your tuition is good for TWO year from the date you begin. No more than 2 classes may be missed without the need to make up based on NYS minimum attendance requirements. This mandatory course prepares you to take the NYS exam which is offered weekly in downtown Buffalo. The minimum passing grade for the school and state exam is 70%. Please note: if you attend one evening there is a maximum of 50% you may be refunded – two or more evenings result in no refund should you change your mind. Lost certificates require a \$30 fee. We offer a review course for \$200 which includes all materials but you cannot re-take the school exam – tuition for the review program is for 6 months only.

Effective January 9, 2020 the textbook fee if purchased with the any package is \$15 (separate fee) or \$40 if purchased separately.



